

Madellon Lopes

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WORK EXPERIENCE

U.S. CONSULATE GENERAL, U.S. COMMERCIAL SERVICE

October 1986 – PRESENT - SENIOR TRADE SPECIALIST

- Provide customized counseling to U.S. firms on market potential in Canada.
- Assist U.S. companies in the development of market entry and export promotion strategies.
- Provide information on commercial and legal environment in Canada.
- Track developments in Canada's leading sectors, with an emphasis on Automotive, Transportation, Advanced Materials, Chemicals and Plastics, healthcare/medical and notify U.S. companies of actionable export opportunities.
- Facilitate trade and mutually beneficial partnerships between Canadian and U.S. firms.
- Promote U.S. business interests in Canada at outreach events.
- Undertakes outreach seminars/programs in the U.S.
- Conducts video seminar/conferences on Doing Business in Canada.
- Develop a network of high-level public and private sector contacts.
- Provide customized market research for U.S. firms.
- Conduct industry and product specific market research on leading industry sectors.
- Recruit and implement trade events (project manager for RepCan and numerous industry specific trade missions to Canada).
- Provide Gold Key service.
- Promote IBP's.
- Member of Canada's Automobile Industry Association (AIA) International forum.
- Member of Automotive Team.

AWARDS

- 2002 Outstanding Public Service - Secretary of Commerce, Donald L. Evans
- 1999 Ambassador's Award for Commercial Service Excellence
- 1998 Certificate of Recognition for organizing and staging REP CAN'97 the largest and most successful trade event promotion in Canada
- 1997 - Ambassador's Award for Commercial Service Excellence
- 1995 Certificate of Recognition for Exceptional Contribution to the Furtherance of U.S. Commercial interests
- 1994 Certificate of Recognition and Appreciation 25-Year Service
- 1992 Outstanding Performance Award
- 1990 Certificate of Appreciation for Outstanding Trade Promotion
- 1987 Certificate of Recognition/Dedication
- 1984 Outstanding Performance Award

EDUCATION

- 1990 – Western Hemisphere FSN Regional Training Seminar
- 1979 – FSN Economic/Commercial Specialist Certification
- 1968 – College Diploma – Business
- 1967 - Secondary School Diploma